

Message Text

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14-10

ACTION EUR-12

INFO OCT-01 ISO-00 NIC-01 SAJ-01 CIAE-00 DODE-00 PM-03

H-02 INR-07 L-02 NSAE-00 NSC-05 PA-02 PRS-01 SP-02

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R 140843Z MAR 75

FM AMCONSUL HAMBURG

TO SECSTATE WASHDC 3338

AMEMBASSY MOSCOW

INFO AMEMBASSY BONN

UNCLAS HAMBURG 0481

E. O. 11652: N/A

TAGS: ETRD ENGR EFIN UR GW

SUBJ: SOVIET NEGOTIATIONS FOR PURCHASE OF SPECIAL TRAWLERS FROM FRG

REF: HAMBURG 0025 AND PREVIOUS

1. THE GERMAN PRESS AGENCY (DPA) AND SEVERAL LOCAL PAPERS REPORTED ON MARCH 12TH AND 13TH THAT HOWALDTSWERKE-DEUTSCHE WERFT IS NEGOTIATING WITH THE SOVIET UNION FOR A TRAWLER SHIPBUILDING CONTRACT. ESSENTIAL ELEMENTS OF THE STORY ARE CONTAINED IN THE FOLLOWING ROUGH TRANSLATION FROM THE DPA ARTICLE.

2. QUOTE THE HOWALDTSWERKE DEUTSCHE WERFT AG (HDW) IS AT PRESENT NEGOTIATING ONE OF THEIR "BIGGEST" SHIPBUILDING ORDERS WITH THE SOVIETS. AS CONFIRMED BY A SPOKESMAN OF THE SHIPYARD IN HAMBURG ON WEDNESDAY, THE NEGOTIATIONS IN MOSCOW, WHICH ARE STILL FAR FROM BEING IN A DECISIVE STAGE, DEAL WITH AN ORDER FOR THE CONSTRUCTION OF 20 LARGE FISH-FACTORY STERN-TRAWLERS WITH A VALUE OF ABOUT DM 1.2 MILLION. THE SHIPS, OF ABOUT 4000 TO 5000 GRT AS PLANNED BY THE SOVIETS, WILL APPARENTLY HAVE AN UNUSUALLY EXTENSIVE FACTORY INSTALLATION AND THEY WILL BE AMONG THE LARGEST FISHING VESSELS OF THIS TYPE. IT IS SAID THAT THE SHIPS SHOULD BE COMPLETED IN 1977 AND 1978. HDW GIVES ONLY VERY GUARDED STATEMENTS ABOUT THEIR CHANCES OF SUCCESS IN THESE NEGOTIATIONS, BUT HOPES,
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ESPECIALLY IN VIEW OF THE SOMEWHAT STRAINED SITUATION IN THE MARKET

FOR NEW TANKER VESSELS, TO OBTAIN THE ORDER FOR THE CONSTRUCTION FOR THIS FLEET OF FISHING VESSELS. HDW POINTS TO THEIR VERY LARGE CAPACITIES, E.G., TO THE NEW BIG DRYDOCK, WHICH IS BEING CONSTRUCTED IN KIEL. THE SHIPYARD HAS AT PRESENT FOUR GIANT TANKERS FOR NORWEGIAN SHIPOWNERS IN THEIR ORDER BOOKS. AS A RESULT OF THE OVER-CAPACITY OF TANKER TONNAGE IN THE WORLD MARKET, IT IS SAID THAT CUSTOMERS FOR TWO OF THESE TANKERS HAVE ALREADY EXPRESSED THEIR DESIRE TO STOP THEIR ORDERS AND TO CHANGE THEM INTO SEVERAL SMALLER ORDERS. IF THE RUSSIANS DECIDE TO ENTRUST THE SHIPYARD WITH THE CONSTRUCTION OF THE PLANNED FISHERY FLEET, HDW WOULD PERHAPS BE IN A POSITION TO ACCEPT THE REQUEST FOR ALTERATION OF AT LEAST ONE OF THE SHIPOWNERS. UNQUOTE

3. ONE NEWSPAPER, THE HAMBURGER ABENDBLATT, ALSO STATES THAT HDW CHIEF DR. NORBERT HENKE IS OR WILL BE IN MOSCOW THIS WEEK TO CONTINUE NEGOTIATIONS.BROGAN

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